

I claim:

1. A system for providing feedback to a cashier at a POS terminal,
comprising:

a display for displaying information to a cashier operating the POS terminal,
5 the display displaying a performance goal screen at the start of a work session,
indicating to the cashier a performance goal for the work session,
the POS terminal measuring the cashier's performance during the work session,
the display displaying a performance report screen at the end of the work session,
comparing the cashier's measured performance with the performance goal.

10 2. The system of claim 1, wherein the performance goal displayed to the
cashier on the performance goal screen is set for each individual cashier using the POS
terminal.

3. The system of claim 2, wherein the performance goal is determined using
historical performance data for each individual cashier.

15 4. The system of claim 1, wherein the POS terminal runs a general POS
application, and wherein the performance goal screen and the performance report screen
are integrated into the operation of the general POS application.

5. The system of claim 4, wherein the performance goal screen is displayed
to the cashier when the cashier logs into the general POS application.

20 6. The system of claim 5, wherein the POS terminal returns to the general
POS application from the performance goal screen upon receiving an input from the
cashier.

7. The system of claim 6, wherein the performance goal screen is provided with an on-screen button that, when actuated, returns the POS terminal to the general POS application.

8. The system of claim 4, wherein the performance report screen is displayed to the cashier when the cashier logs out of the general POS application.

9. The system of claim 1, wherein the POS terminal is connected into a network, the performance goal screen and performance report screen being generated by a POS motivator software application including a front end that is run on each POS terminal in the network and a back end that is run on a central server computer in the network, the back end of the POS motivator software application being used to set up performance goals for each cashier using a POS terminal in the network.

10. The system of claim 9, wherein the network includes an administrator terminal operated by a system administrator who sets the performance goals for each cashier using a POS terminal in the network.

11. A method for providing feedback to a cashier at a POS terminal, comprising:

displaying a performance goal screen at the start of a work session, indicating to the cashier a performance goal for the work session,

measuring the cashier's performance during the work session, and

displaying a performance report screen at the end of the work session, comparing the cashier's measured performance with the performance goal.

12. The method of claim 11, further including:

setting a performance goal screen is set for each individual cashier using the POS terminal.

13. The method of claim 12, further including:
determining the performance goal for each individual cashier using historical
5 performance data for each individual cashier.
14. The method of claim 11, further including:
integrating the performance goal screen and the performance report screen into the
operation of a general POS application run by the POS terminal.
15. The method of claim 14, wherein the step of displaying the performance
10 goal screen to the cashier is performed when the cashier logs into the general POS
application.
16. The method of claim 14, wherein the step of displaying the performance
report screen to the cashier is performed when the cashier logs out of the general POS
application.
- 15 17. The system of claim 11, further including:
connecting the POS terminal into a network, the performance goal screen and
performance report screen being generated by a POS motivator software application
including a front end that is run on each POS terminal in the network and a back end that
is run on a central server computer in the network, the back end of the POS motivator
20 software application being used to set up performance goals for each cashier using a POS
terminal in the network.

18. The system of claim 17, further including:

using an administrator terminal to set the performance goals for each cashier using
a POS terminal in the network.